



November 10, 2006

Mr. Chris Larson  
Interim Executive Director  
Minneapolis Convention Center  
1301 Second Avenue  
Minneapolis, MN 55403

Mr. Arthur Thomas  
Security Manager  
City of Minneapolis  
330 South 5<sup>th</sup> Street  
Minneapolis, MN 55415

Dear Mr. Larson and Mr. Thomas,

Based on the request of the Minneapolis City Council, Avalon Fortress Security Corporation has agreed to match the current pay rates of the security guards, dock operations personnel, and attendants working at the Minneapolis Convention Center and Water Works facilities. Below you will find our revised pay rates and bill rates.

**Minneapolis Convention Center**

<b><u>Position</u></b>	<b><u>Pay Rate</u></b>	<b><u>Bill Rate</u></b>
Captain	\$18.50	\$24.38
Lieutenant	\$17.50	\$23.20
Sergeant	\$14.39	\$19.61
Patrols	\$11.20/\$11.70	\$15.73
12 <sup>th</sup> Street Move-in/out	\$11.20	\$15.73
Additional Security	\$11.20	\$15.73
Dock Marshall-SGT	\$15.00	\$20.36
Dock Marshall-Back-up	\$12.72	\$17.45
Yard Guard	\$12.22	\$16.88
South Gate	\$11.20/\$11.70	\$15.73
Ramp Attendant	\$10.75	\$15.21

**Water Works**

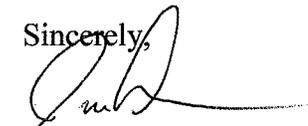
<b><u>Position</u></b>	<b><u>Pay Rate</u></b>	<b><u>Bill Rate</u></b>
Supervisor	\$16.50	\$21.77
Main Gate Officers	\$12.65	\$17.37
Vehicle Patrol Officers	\$12.65	\$17.37
Additional Security	\$12.65	\$17.37
Armed Security Officers	\$15.40	\$20.51

**Mobilization**

<b><u>Position</u></b>	<b><u>Pay Rate</u></b>	<b><u>Bill Rate</u></b>
Supervisor	\$16.50	\$21.77
Security Officer	\$11.20	\$15.73

The above rates simply cover the increased payroll and taxes to meet the request of the City Council. Avalon Fortress Security Corporation has maintained the same profit margin that was proposed in our original proposal. Please feel free to contact me with any questions.

Sincerely,



Jeff Spoerndle  
President of Operations